



**WSFA**  
**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

[www.wsfa.com](http://www.wsfa.com)

And:

**PinPoint Media, Inc (B)**  
**1707 Osage St, Ste 103**  
**Alexandria, VA 22302**

# CONTRACT

<b>Contract / Revision</b> 1800064 /		<b>Alt Order #</b> 08768702
<b>Product</b> LUTHER STRANGE SENAT		
<b>Contract Dates</b> 09/12/17 - 09/18/17		<b>Estimate #</b> 812
<b>Advertiser</b> POL/Strange, Luther/R/Senator/AL		<b>Original Date / Revision</b> 08/17/17 / 09/18/17
<b>Billing Cycle</b> EOM/EOC	<b>Billing Calendar</b> Broadcast	<b>Cash/Trade</b> Cash
<b>Property</b> WSFA	<b>Account Executive</b> Ryan Eddins	<b>Sales Office</b> HRP-Washingto
<b>Special Handling</b>		
<b>Demographic</b> Adults 35+		
<b>Agg Code</b> 9913865	<b>Advertiser Code</b> 62	<b>Product 1/2</b> 78
<b>Agency Ref</b>		<b>Advertiser Ref</b>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WSFA	09/15/17	09/15/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$275.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 News at Ten - MF	10-1035pm	-----F----	:30		<del>\$275.00</del>	NM		
				Credited								
N 2	WSFA	09/15/17	09/15/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$30.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	ALABAMA LIVE @ 11A	11-1130Am	-----F----	:30		<del>\$30.00</del>	NM		
				Credited								
N 3	WSFA	09/15/17	09/15/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$30.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	ALABAMA LIVE @ 1130AM	1130A-12P	-----F----	:30		<del>\$30.00</del>	NM		
				Credited								
N 4	WSFA	09/15/17	09/15/17	WSFA 12 News at Noon	12-1230pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$100.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 News at Noon	12-1230pm	-----F----	:30		<del>\$100.00</del>	NM		
				Credited								
N 5	WSFA	09/15/17	09/15/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$60.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 NEWS AT 4PM	M-F 4-430P	-----F----	:30		<del>\$60.00</del>	NM		
				Credited								

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



**WSFA**  
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**(334) 288-1212**

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<u>Contract / Revision</u>	<u>Alt Order #</u>
1800064 /	08768702

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/12/17 - 09/18/17	LUTHER STRANGE SE	812

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Strange, Luther/R/S:	08/17/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 6	WSFA	09/15/17	09/15/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$75.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 NEWS AT 4PM	M-F 430-5P	-----F----	:30		<del>\$75.00</del>	NM		
			Credited									
N 7	WSFA	09/15/17	09/15/17	WSFA 12 News at Five	5-530pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$185.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 News at Five	5-530pm	-----F----	:30		<del>\$185.00</del>	NM		
			Credited									
N 8	WSFA	09/15/17	09/15/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$100.00			
N 9	WSFA	09/15/17	09/15/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$350.00			
N 10	WSFA	09/15/17	09/15/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$175.00			
N 11	WSFA	09/15/17	09/15/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	1	\$215.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$215.00			
N 12	WSFA	09/15/17	09/15/17	NBC Today Show	7-9am		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$115.00			
N 13	WSFA	09/15/17	09/15/17	NBC Today 2	9-10am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	----1--				1	\$50.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	NBC Today 2	9-10am	-----F----	:30		<del>\$50.00</del>	NM		
			Credited									
N 14	WSFA	09/18/17	09/18/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	1-----				1	\$275.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/18/17-09/24/17	WSFA 12 News at Ten - MF	10-1035pm	M-----	:30		<del>\$275.00</del>	NM		
			Credited									
N 15	WSFA	09/18/17	09/18/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	1-----				1	\$30.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/18/17-09/24/17	ALABAMA LIVE @ 11A	11-1130Am	M-----	:30		<del>\$30.00</del>	NM		
			Credited									
N 16	WSFA	09/18/17	09/18/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	1-----				1	\$30.00			

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<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/12/17 - 09/18/17	LUTHER STRANGE SE	812

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Strange, Luther/R/S	08/17/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u>												
1	WSFA	09/18/17-09/24/17		ALABAMA LIVE @ 1130AM	1130A-12P	M-----	:30		\$30.00	NM		
Credited												
N 17	WSFA	09/18/17	09/18/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 1----- 1 \$100.00												
N 18	WSFA	09/18/17	09/18/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	\$60.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 1----- 1 \$60.00												
N 19	WSFA	09/18/17	09/18/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 1----- 1 \$60.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 1 WSFA 09/18/17-09/24/17 WSFA 12 NEWS AT 4PM M-F 4-430P M----- :30 \$60.00 NM Credited												
N 20	WSFA	09/18/17	09/18/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 1----- 1 \$75.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 1 WSFA 09/18/17-09/24/17 WSFA 12 NEWS AT 4PM M-F 430-5P M----- :30 \$75.00 NM Credited												
N 21	WSFA	09/18/17	09/18/17	WSFA 12 News at Five	5-530pm		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 1----- 1 \$185.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 1 WSFA 09/18/17-09/24/17 WSFA 12 News at Five 5-530pm M----- :30 \$185.00 NM Credited												
N 22	WSFA	09/18/17	09/18/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 1----- 1 \$100.00												
N 23	WSFA	09/18/17	09/18/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 1----- 1 \$350.00												
N 24	WSFA	09/18/17	09/18/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 1----- 1 \$175.00												
N 25	WSFA	09/18/17	09/18/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	1	\$215.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 1----- 1 \$215.00												
N 26	WSFA	09/18/17	09/18/17	NBC Today Show	7-9am		:30			NM	1	\$115.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 1----- 1 \$115.00												
N 27	WSFA	09/18/17	09/18/17	NBC Today 2	9-10am		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 1----- 1 \$50.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 1 WSFA 09/18/17-09/24/17 NBC Today 2 9-10am M----- :30 \$50.00 NM Credited												

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<u>Contract / Revision</u>	<u>Alt Order #</u>
1800064 /	08768702

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/12/17 - 09/18/17	LUTHER STRANGE SE	812

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Strange, Luther/R/S:	08/17/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 28	WSFA	09/16/17	09/16/17	NBC Saturday Today Show	6-8am		:30			NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-----1-				1	\$45.00			
N 29	WSFA	09/17/17	09/17/17	NET NBC Sunday Today Shc	7-8a		:30			NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-----1				1	\$45.00			
N 30	WSFA	09/17/17	09/17/17	NET NBC Meet The Press	8-9a		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-----1				1	\$45.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	NET NBC Meet The Press	8-9a	-----Su	:30		<del>\$45.00</del>	NM		
	Credited											
N 31	WSFA	09/17/17	09/17/17	WSFA News Sunday AM	9-930a		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-----1				1	\$20.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA News Sunday AM	9-930a	-----Su	:30		<del>\$20.00</del>	NM		
	Credited											
N 32	WSFA	09/14/17	09/14/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	---1---				1	\$275.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 News at Ten - MF	10-1035pm	----Th-----	:30		<del>\$275.00</del>	NM		
	Credited											
N 33	WSFA	09/14/17	09/14/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	---1---				1	\$30.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	ALABAMA LIVE @ 11A	11-1130Am	----Th-----	:30		<del>\$30.00</del>	NM		
	Credited											
N 34	WSFA	09/14/17	09/14/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	---1---				1	\$30.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	ALABAMA LIVE @ 1130AM	1130A-12P	----Th-----	:30		<del>\$30.00</del>	NM		
	Credited											
N 35	WSFA	09/14/17	09/14/17	WSFA 12 News at Noon	12-1230pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	---1---				1	\$100.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 News at Noon	12-1230pm	----Th-----	:30		<del>\$100.00</del>	NM		
	Credited											
N 36	WSFA	09/14/17	09/14/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	---1---				1	\$60.00			
N 37	WSFA	09/14/17	09/14/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	---1---				1	\$60.00			

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**WSFA**  
**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

Contract / Revision	Alt Order #
1800064 /	08768702

Contract Dates	Product	Estimate #
09/12/17 - 09/18/17	LUTHER STRANGE SE	812

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	08/17/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u>												
1	WSFA	09/11/17-09/17/17		WSFA 12 NEWS AT 4PM	M-F 4-430P	----Th-----	:30		\$60.00	NM		
Credited												
N 38	WSFA	09/14/17	09/14/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 ---1--- 1 \$75.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 1 WSFA 09/11/17-09/17/17 WSFA 12 NEWS AT 4PM M-F 430-5P ----Th----- :30 \$75.00 NM Credited												
N 39	WSFA	09/14/17	09/14/17	WSFA 12 News at Five	5-530pm		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 ---1--- 1 \$185.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 1 WSFA 09/11/17-09/17/17 WSFA 12 News at Five 5-530pm ----Th----- :30 \$185.00 NM Credited												
N 40	WSFA	09/14/17	09/14/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 ---1--- 1 \$100.00												
N 41	WSFA	09/14/17	09/14/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 ---1--- 1 \$350.00												
N 42	WSFA	09/14/17	09/14/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 ---1--- 1 \$175.00												
N 43	WSFA	09/14/17	09/14/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	1	\$215.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 ---1--- 1 \$215.00												
N 44	WSFA	09/14/17	09/14/17	NBC Today Show	7-9am		:30			NM	1	\$115.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 ---1--- 1 \$115.00												
N 45	WSFA	09/14/17	09/14/17	NBC Today 2	9-10am		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 ---1--- 1 \$50.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 1 WSFA 09/11/17-09/17/17 NBC Today 2 9-10am ----Th----- :30 \$50.00 NM Credited												
N 46	WSFA	09/12/17	09/12/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 -1----- 1 \$275.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 1 WSFA 09/11/17-09/17/17 WSFA 12 News at Ten - MF 10-1035pm -Tu----- :30 \$275.00 NM Credited												
N 47	WSFA	09/12/17	09/12/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 -1----- 1 \$30.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 1 WSFA 09/11/17-09/17/17 ALABAMA LIVE @ 11A 11-1130Am -Tu----- :30 \$30.00 NM Credited												

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Contract / Revision	Alt Order #
1800064 /	08768702

Contract Dates	Product	Estimate #
09/12/17 - 09/18/17	LUTHER STRANGE SE	812

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	08/17/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 48	WSFA	09/12/17	09/12/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-1-----				1	\$30.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	ALABAMA LIVE @ 1130AM	1130A-12P	-Tu-----	:30		<del>\$30.00</del>	NM		
		Credited										
N 49	WSFA	09/12/17	09/12/17	WSFA 12 News at Noon	12-1230pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-1-----				1	\$100.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 News at Noon	12-1230pm	-Tu-----	:30		<del>\$100.00</del>	NM		
		Credited										
N 50	WSFA	09/12/17	09/12/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-1-----				1	\$60.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	JUDGE JUDY 1ST RUN	330-4p	-Tu-----	:30		<del>\$60.00</del>	NM		
		See MG 50.2										
	2	WSFA	09/12/17-09/12/17	JUDGE JUDY 1ST RUN	330-4p	-Tu-----	:30		\$60.00	NM		
		Ⓜ MG for 50.1 09/12										
N 51	WSFA	09/12/17	09/12/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-1-----				1	\$60.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 NEWS AT 4PM	M-F 4-430P	-Tu-----	:30		<del>\$60.00</del>	NM		
		Credited										
N 52	WSFA	09/12/17	09/12/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-1-----				1	\$75.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 NEWS AT 4PM	M-F 430-5P	-Tu-----	:30		<del>\$75.00</del>	NM		
		Credited										
N 53	WSFA	09/12/17	09/12/17	WSFA 12 News at Five	5-530pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-1-----				1	\$185.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 News at Five	5-530pm	-Tu-----	:30		<del>\$185.00</del>	NM		
		Credited										
N 54	WSFA	09/12/17	09/12/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-1-----				1	\$100.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	Today in Alabama 530a	528am-6am	-Tu-----	:30		<del>\$100.00</del>	NM		
		See MG 54.2										
	2	WSFA	09/12/17-09/12/17	Today in Alabama 530a	528am-6am	-Tu-----	:30		\$100.00	NM		
		Ⓜ MG for 54.1 09/12										
N 55	WSFA	09/12/17	09/12/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

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Contract / Revision	Alt Order #
1800064 /	08768702

Contract Dates	Product	Estimate #
09/12/17 - 09/18/17	LUTHER STRANGE SE	812

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	08/17/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-1-----				1	\$350.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 News at Six - MF	6-630pm	-Tu-----	:30		<del>\$350.00</del>	NM		
	See MG 55.2											
	2	WSFA	09/12/17-09/12/17	WSFA 12 News at Six - MF	6-630pm	-Tu-----	:30		\$350.00	NM		
	Ⓜ MG for 55.1 09/12											
N 56	WSFA	09/12/17	09/12/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-1-----				1	\$175.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	Today In Alabama	6a-7a	-Tu-----	:30		<del>\$175.00</del>	NM		
	See MG 56.2											
	2	WSFA	09/12/17-09/12/17	Today In Alabama	6a-7a	-Tu-----	:30		\$175.00	NM		
	Ⓜ MG for 56.1 09/12											
N 57	WSFA	09/12/17	09/12/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	1	\$215.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-1-----				1	\$215.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	ENTERTAINMENT TONIGHT	630-7p	-Tu-----	:30		<del>\$215.00</del>	NM		
	See MG 57.2											
	2	WSFA	09/12/17-09/12/17	ENTERTAINMENT TONIGHT	630-7p	-Tu-----	:30		\$215.00	NM		
	Ⓜ MG for 57.1 09/12											
N 58	WSFA	09/12/17	09/12/17	NBC Today Show	7-9am		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-1-----				1	\$115.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	NBC Today Show	7-9am	-Tu-----	:30		<del>\$115.00</del>	NM		
	See MG 58.2											
	2	WSFA	09/12/17-09/12/17	NBC Today Show	7-9am	-Tu-----	:30		\$115.00	NM		
	Ⓜ MG for 58.1 09/12											
N 59	WSFA	09/12/17	09/12/17	NBC Today 2	9-10am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	-1-----				1	\$50.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	NBC Today 2	9-10am	-Tu-----	:30		<del>\$50.00</del>	NM		
	Credited											
N 60	WSFA	09/13/17	09/13/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	--1----				1	\$275.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 News at Ten - MF	10-1035pm	---W-----	:30		<del>\$275.00</del>	NM		
	Credited											
N 61	WSFA	09/13/17	09/13/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/11/17	09/17/17	--1----				1	\$30.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	ALABAMA LIVE @ 11A	11-1130Am	---W-----	:30		<del>\$30.00</del>	NM		
	Credited											

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**WSFA**  
**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

<u>Contract / Revision</u>	<u>Alt Order #</u>
1800064 /	08768702

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/12/17 - 09/18/17	LUTHER STRANGE SE	812

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Strange, Luther/R/S	08/17/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 62	WSFA	09/13/17	09/13/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		09/11/17	09/17/17	--1----	1			\$30.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	ALABAMA LIVE @ 1130AM	1130A-12P	---W-----	:30		<del>\$30.00</del>	NM		
		Credited										
N 63	WSFA	09/13/17	09/13/17	WSFA 12 News at Noon	12-1230pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		09/11/17	09/17/17	--1----	1			\$100.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 News at Noon	12-1230pm	---W-----	:30		<del>\$100.00</del>	NM		
		Credited										
N 64	WSFA	09/13/17	09/13/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		09/11/17	09/17/17	--1----	1			\$60.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 NEWS AT 4PM	M-F 4-430P	---W-----	:30		<del>\$60.00</del>	NM		
		Credited										
N 65	WSFA	09/13/17	09/13/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		09/11/17	09/17/17	--1----	1			\$75.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 NEWS AT 4PM	M-F 430-5P	---W-----	:30		<del>\$75.00</del>	NM		
		Credited										
N 66	WSFA	09/13/17	09/13/17	WSFA 12 News at Five	5-530pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		09/11/17	09/17/17	--1----	1			\$185.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/11/17-09/17/17	WSFA 12 News at Five	5-530pm	---W-----	:30		<del>\$185.00</del>	NM		
		Credited										
N 67	WSFA	09/13/17	09/13/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		09/11/17	09/17/17	--1----	1			\$100.00				
N 68	WSFA	09/13/17	09/13/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		09/11/17	09/17/17	--1----	1			\$350.00				
N 69	WSFA	09/13/17	09/13/17	Today in Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		09/11/17	09/17/17	--1----	1			\$175.00				
N 70	WSFA	09/13/17	09/13/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	1	\$215.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		09/11/17	09/17/17	--1----	1			\$215.00				
N 71	WSFA	09/13/17	09/13/17	NBC Today Show	7-9am		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		09/11/17	09/17/17	--1----	1			\$115.00				
N 72	WSFA	09/13/17	09/13/17	NBC Today 2	9-10am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		09/11/17	09/17/17	--1----	1			\$50.00				

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**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

Contract / Revision	Alt Order #
1800064 /	08768702

Contract Dates	Product	Estimate #
09/12/17 - 09/18/17	LUTHER STRANGE SE	812

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	08/17/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u>												
1	WSFA	09/11/17-09/17/17		NBC Today 2	9-10am	---W-----	:30		\$50.00	NM		
Credited												
N 73	WSFA	09/12/17	09/15/17	Tonight Show	1035-1137pm		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 -TWTF-- 3 \$115.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 1 WSFA 09/11/17-09/17/17 Tonight Show 1035-1137pm -TuWThF---- :30 \$115.00 NM Credited 2 WSFA 09/11/17-09/17/17 Tonight Show 1035-1137pm -TuWThF---- :30 \$115.00 NM Credited 3 WSFA 09/11/17-09/17/17 Tonight Show 1035-1137pm -TuWThF---- :30 \$115.00 NM Credited												
N 74	WSFA	09/18/17	09/18/17	RIGHT THIS MINUTES	130-2p		:30			NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 1----- 1 \$30.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 1 WSFA 09/18/17-09/24/17 RIGHT THIS MINUTES 130-2p M----- :30 \$30.00 NM Credited												
N 75	WSFA	09/12/17	09/15/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	3	\$1,245.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 -TWTF-- 3 \$415.00												
N 76	WSFA	09/12/17	09/17/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	3	\$345.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 -TWTF-- 3 \$115.00												
N 77	WSFA	09/12/17	09/17/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	3	\$210.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 -TWTF-- 3 \$70.00												
N 78	WSFA	09/12/17	09/17/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	2	\$140.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 -TWTF-- 2 \$70.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 2 WSFA 09/11/17-09/17/17 ALABAMA LIVE @ 11A 11-1130Am -TuWThF---- :30 \$70.00 NM See MG 78.3 3 WSFA 09/12/17-09/12/17 ALABAMA LIVE @ 11A 11-1130Am -Tu----- :30 \$70.00 NM MG for 78.2 09/12												
N 79	WSFA	09/18/17	09/18/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	\$70.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 M----- 1 \$70.00												
N 80	WSFA	09/12/17	09/17/17	WSFA 12 News at Noon	12-1230pm		:30			NM	3	\$675.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/11/17 09/17/17 -TWTF-- 3 \$225.00												
N 81	WSFA	09/18/17	09/18/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	1	\$135.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/18/17 09/24/17 M----- 1 \$135.00												
N 82	WSFA	09/13/17	09/17/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$525.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												

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REP HEADLINE# 8768702 TRF# 1800064 REP: TEL# 703-528-9387 FAX# 703-516-9680  
\$\$\$ MOD# 3: APPROVED REV #0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM STATION SEP15/17 18.15  
\*\*\*CHANGES\*\*\* \*\* WSFA-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME POLI/L STRANGE/R/SEN/AL REP. # \_\_\_\_\_ OFF. # \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
AGY # \_\_\_\_\_ AGY. NAME PINPOINT MEDIA BUYER NAME DANETTE SEGROVES  
1707 OSAGE STREET SUITE 103 SALES PRSN WA- RYAN EDDINS (H)  
ALEXANDRIA, VA 22302

ORDER # \_\_\_\_\_ CONTRACT # 8768702 CLASS: NATL. LOCAL REGIONAL  
PRDCT LUTHER STRANGE SENAT EST#812 COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES SEP12/17 SEP18/17 WK-1  
CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE SEP15/17 18.15

STA: \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
CON CM ELECTRONIC INVOICING:  
SPOT DATA - IDB# 1886.  
TV INVOICES - IDB# 9915283.

NO BUYS TO PRINT  
STATION MAKEGOOD OFFERS:  
M3 UNRESL BUY#16 MISSED: MON/1130A-1200N SEP18 30S \$30.00 (SEP15/17)  
BUY#19 MON/400P-430P SEP18 30S \$60.00  
BUY#20 MON/430P-500P SEP18 30S \$75.00  
BUY#30 SUN/800A-900A SEP17 30S \$45.00  
BUY#31 SUN/900A-930A SEP17 30S \$20.00  
BUY#59 TUE/900A-1000A SEP12 30S \$50.00  
BUY#72 WED/900A-1000A SEP13 30S \$50.00

OFFER: NONE  
CMT: NO AVAILS. THIS SKED ENDS ON MONDAY 9/18. PLEASE CREDIT AND SEE IF  
CMT: THE AGENCY WANTS TO RE-SPEND. PLEASE CONFIRM. THANKS, DENICE

SEP/17 \$9,135.00 CONTRACT TOTAL \$9,135.00  
MARKET TOTALS \$49,388 WSFA 56% WNCF 7% WAKA 28% WCOV 9% CABL 0% WBMM 0% WIYC 0%  
ESFA 0% EAKA 0%

ACCURATE SHARES  
SVC- NSI  
DEMOS- RA35+\*





REP HEADLINE# 8768702TRF# 1800064REP: TEL# 703-528-9387FAX# 703-516-9680

\$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$CREDIT ADVISORY: AGENCY CREDIT RISK !!SEP18/17 11.00

ORDER WORKSHEETHARRIS REPORT FROM REP\*\*\*CHANGES\*\*\* \*\* WSFA-TV \*\*\*

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS/WK	:WEEK INVT	:DAYS	:TOTL SPTS
SEP/17			\$8,805.00									
MARKET TOTALS			\$49,388	WSFA	56%	WNCN 7% ESFA 0%	WAKA 28% EAKA 0%	WCOV 9%	CABL 0%	WBMM 0%	WIYC 0%	
ACCURATE SHARES												
SVC- NSI												
DEMOS- RA35+*												
MOD CODE	A-ADD	B-BUY	TYPE	C-CANCELLED	DE-DELETE	E-EFF DATES	L-LENGTH	M-MAKEGOOD	N-PROGRAM	NAME		
P-CLASS,PLAN,SECT	Q-PAID	PGM	R-RATE	S-SPOTS	PER WEEK	T-TIME	X-LATE	Y-DAYS	Z-COMMENTS	*-MULTIPLE		

CONTRACT TOTAL

TOTAL SPOTS

\$8,805.00

50

REP HEADLINE# 8768702 TRF# 1800064 REP: TEL# 703-528-9387 FAX# 703-516-9680  
\$\$\$ MOD# 3: APPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM STATION SEP18/17 11.42  
\*\*\* WSFA-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME POLI/L STRANGE/R/SEN/AL REP.# \_\_\_\_\_ OFF.# \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
AGY # \_\_\_\_\_ AGY. NAME PINPOINT MEDIA BUYER NAME DANETTE SEGROVES  
1707 OSAGE STREET SUITE 103 SALES PRSN WA- RYAN EDDINS (H)  
ALEXANDRIA, VA 22302

ORDER # \_\_\_\_\_ CONTRACT # 8768702 CLASS: NATL. LOCAL REGIONAL  
PRDCT LUTHER STRANGE SENAT EST#812 COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES SEP12/17 SEP18/17 WK-1  
CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE SEP18/17 11.42

REP: REVISED ORDER  
M3 OKD AS A CREDIT  
PREVIOUS TTL \$9,135  
REVISED TTL, \$8,805  
\$330 WILL BE CREDITED  
PLS CONFIRM  
THANKS JASMINE FOR RYAN

STA: \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
CON CM ELECTRONIC INVOICING:  
SPOT DATA - IDB# 1886.  
TV INVOICES - IDB# 9915283.

NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION  
STATION MAKEGOOD OFFERS:  
M3 OK'D BUY#16 MISSED: MON/1130A-1200N SEP18 30S \$30.00 (SEP15/17)  
BUY#19 MON/400P-430P SEP18 30S \$60.00  
BUY#20 MON/430P-500P SEP18 30S \$75.00  
BUY#30 SUN/800A-900A SEP17 30S \$45.00  
BUY#31 SUN/900A-930A SEP17 30S \$20.00  
BUY#59 TUE/900A-1000A SEP12 30S \$50.00  
BUY#72 WED/900A-1000A SEP13 30S \$50.00  
OFFER: NONE  
CMT: NO AVAILS. THIS SKED ENDS ON MONDAY 9/18. PLEASE CREDIT AND SEE IF  
CMT: THE AGENCY WANTS TO RE-SPEND. PLEASE CONFIRM. THANKS, DENISE  
CONTRACT TOTAL \$8,805.00  
TOTAL SPOTS 50